

# Wüest & Partner

Company Profile





## The company

Wüest & Partner is an internationally active consulting firm, which focuses on the property and construction sectors, urban development and locational trends. The over 60-strong multidisciplinary team counsels institutional owners, banks and insurers, construction and real estate companies, public authorities and private clients.

With a comprehensive range of services, innovative products and unique databases, the company develops and, in many cases, helps to implement tailored solutions. Since its inception in Zurich 20 years ago, Wüest & Partner has – not least by virtue of its independence – established an impeccable reputation for quality.

Wüest & Partner has had a branch in French-speaking Switzerland (Geneva) since 2006, and since 2007 it has also been represented in Germany by a wholly owned subsidiary in Frankfurt am Main – W&P Immobilienberatung GmbH. Both the branch in Geneva and the subsidiary in Germany offer the same services and are committed to identical principles in the performance of their consultancy work as the parent company in Zurich. For matters relating to countries outside Switzerland and Germany, Wüest & Partner can access the resources and knowledge of a global network of consultancy and valuation companies.

# The consultancy fields

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## Market

The systematic monitoring and analysis of all relevant markets have always featured among Wüest & Partner's core activities. Data-based modelling constitutes a further focus. Wüest & Partner also offers valuation and risk models and ratings to banks and insurance companies.

## Development

Wüest & Partner's consultancy services address all stages of the property cycle for sites, development projects, existing facilities, older buildings and disused land. The aim is to create added value through the exploitation of specific property features and potential. The focus is on the preparation of property analyses, development schemes and market strategies.

## Valuation

As a provider of high-quality valuation services for properties and property portfolios, Wüest & Partner draws on a broad knowledge base backed by efficient valuation tools. The company's key accounts include listed real estate companies, investment foundations, pension funds, holding companies, banks and insurance companies.

## Strategy

Wüest & Partner's counselling in this area is geared to the maximisation of added value in the strategic management of property portfolios. The strategy consulting work is underpinned by efficient, up-to-date portfolio analysis methods and tools.

## Management

Wüest & Partner supports real estate managers in operational and organisational matters and assumes the planning and implementation of certain process stages, e.g. within the context of restructuring, optimisation and transaction projects.

Further details of all our consultancy fields are available at:  
[www.wuestundpartner.com/beratungsleistungen](http://www.wuestundpartner.com/beratungsleistungen)  
[www.de.wuestundpartner.com/beratungsleistungen](http://www.de.wuestundpartner.com/beratungsleistungen)

# The products

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## Valuation tools

The Valuation Server, a professional, Internet-compatible DCF valuation software application used world-wide, processes up-to-date market data, benchmarks and ratings. Specific features include modular and scalable valuation levels and reporting as well as an expert cockpit.

The hedonic valuation models for Switzerland apply statistical comparison methods for the assessment of single-family houses, rented and owner-occupied apartments. The base data consists of current transactions of similar objects.

The capitalisation model is used to value Swiss investment properties on the basis of long-term rental income, running and maintenance costs.

These valuation tools are available to our clients both as stand-alone applications, integrated into Wincredit® or Avaloq and via the Internet (e.g. on WUPNET®).

## Immo-Monitoring®

Immo-Monitoring® is a semi-annual report on the Swiss property market. Presenting analyses and facts on trends in key market segments and regions together with special features on developments in the real estate and construction markets, it constitutes an indispensable tool for property professionals.

## Online services Switzerland

Wüest & Partner's online services (at [www.wuestundpartner.com/online-services](http://www.wuestundpartner.com/online-services)) provide clients with rapid Internet access to its wide-ranging locational data and current market prices for all real estate segments in all municipalities throughout Switzerland. Also available are various types of Swiss property price indices (asking and transaction price indices) together with performance indices for listed Swiss real estate companies (WUPIX-A®), listed real estate funds (WUPIX-F®) and real estate investment foundations (KGAST property index). Locational and market ratings for all Swiss municipalities can now also be queried online.

## Benchmarking services Switzerland

Wüest & Partner's benchmarking services offer support for nationally and internationally diversified investors in performance measurement and detailed yield, income and cost benchmarking. The internationally recognised indices for direct property investments are provided by Wüest & Partner in collaboration with IPD® ([www.ipdglobal.co.uk](http://www.ipdglobal.co.uk)), who is responsible for computing and compiling the figures.

Further details on the products are available at:  
[www.wuestundpartner.com/produkte](http://www.wuestundpartner.com/produkte)  
[www.de.wuestundpartner.com/produkte](http://www.de.wuestundpartner.com/produkte)

# The approach

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## Operational focus

Wüest & Partner's core business consists of the counseling of clients who invest in, manage, develop or finance properties and sites. The company boasts many years' experience and an intimate knowledge of the relevant markets and sectors.

## Client orientation

The creation of added value for clients is the top priority for all consultancy services and products. To this end, Wüest & Partner prepares tailored decision-support documentation, develops innovative solutions in collaboration with its clients and supervises implementation.

## Excellence

Wüest & Partner strives to deliver impeccable results across the board while upholding the highest standards of professional conduct. This explains the high priority attached by the company to its independence.

## Teamwork

The multidisciplinary consultancy teams, whose members have backgrounds in economics, architecture, IT, engineering and the natural and social sciences, bring together the wide range of skills necessary for integral solutions.

## Transparency

Exclusive data resources built up through systematic pooling, in-depth knowledge of the relevant markets and efficient information processing and presentation have become Wüest & Partner's hallmark. A clear picture of the facts gained forms the foundation of all consultancy work.

## Communication

Soundly based analyses, results and recommendations, carefully prepared and comprehensibly presented, are essential for efficient communication. These serve to support clients in their decision-making, while streamlining internal and external communication.

# The Partners

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Wüest & Partner AG is exclusively owned by its partners, who stand for the quality, continuity and independence of its consultancy services.

**Martin Hofer**

Master of Arts ETH; Master in Applied Ethics (MAE) UZH  
Member of the Board of Directors

**Dieter Marmet**

economist (lic. oec. publ. degree)  
Managing Partner

**Urs Hausmann**

economist (Dr. oec. HSG degree)  
Chairman

**Matthias Haag**

architect (ETH/SIA degree, Dr. sc. techn. degree)

**Matthias Arioli**

engineer (ETH degree); postgraduate degree  
in management of technology  
Deputy Chairman

**Marcel Scherrer**

architect (ETH degree); postgraduate degree  
in general construction management (ETH)

**Andreas Ammann**

architect (ETH degree); postgraduate degree  
in business administration and management

**Christoph Zaborowski**

economist (Dr. oec. publ. degree)  
Head of Frankfurt Office

**Marco Feusi**

architect (HTL degree); postgraduate degree  
in business administration (ETH/BWI)

**Andreas Bleisch**

political science degree (Dr. rer. pol.);  
cultural engineer (ETH degree)

For further details of the partners' qualifications please refer to:

[www.wuestundpartner.com/ueber\\_uns/beraterteam](http://www.wuestundpartner.com/ueber_uns/beraterteam)

[www.de.wuestundpartner.com/ueber\\_uns/beraterteam/](http://www.de.wuestundpartner.com/ueber_uns/beraterteam/)

# The consultancy team

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The Wüest & Partner consultancy team includes economists, engineers, architects as well as natural and social scientists. The Zurich-, Geneva- and Frankfurt-based consultants are supported by a regional and international network of valuation experts.

## Zurich

### **Nicole Ankli**

valuation assistant

### **Iván Antón**

architect (ETH degree)

### **Daniel Batzlen**

industrial engineer (FH degree); Facility Manager (GEFMA)

### **David Belart**

architect (ETH degree)

### **Jon Bracher**

translator (degree); visual designer

### **Philippe Brändle**

architect (ETH degree)

### **Janine Bürgin**

accountant

### **Christine Eugster**

political science degree (lic. rer. pol), economist

### **Gino Fiorentin**

architect (HTL degree); MAS MTEC/BWI ETHZ  
Senior Consultant

### **Daniel Frauchiger**

Dipl. Bauingenieur FH

### **Reto Frey**

civil engineer (ETH degree/SIA, Dr. sc. techn.)

### **Bruno Fritschi**

business administrator (lic. oec. publ. degree)

### **Gunnar Gärtner**

engineer (TU degree); expert valuer (DIA degree)

### **Anita Göckel**

MSc. Business Economics

### **Robert Goedicke**

real estate economist (FH degree); architect (FH degree)

### **Béatrice Gollong**

civil engineer; MBA International Real Estate

### **Mario Grubenmann**

business administrator (lic. oec. publ. degree)  
Senior Consultant

### **Stephan Grüter**

sociologist (lic. phil. I degree)  
Senior Consultant

### **Fabio Guerra**

architect (ETH degree)

### **Sibylle Huwiler**

M.A. HSG

### **Ronny Haase**

industrial engineer (degree)

### **Bernhard Klöpfer**

engineer (ETH degree)

### **Peer Kocur**

architect/engineer (degree); real estate economist  
(ebs degree); real estate portfoliomanager (ebs)

### **Jonathan Koellreuter**

architect (ETH degree)

### **Heinz Künzli**

biologist (degree)

### **Meta Lehmann**

lic. phil. I degree

### **Gianmarco LoNigro**

commercial apprentice

### **Pascal Marazzi-de Lima**

architect (ETH degree)  
Senior Consultant

### **Nicole Marthaler**

administrative assistant

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**Stefan Meier**

architect (ETH degree); MAS in Marketing (UniBS)  
Senior Consultant

**Dirk Melzer**

meteorologist (degree)

**Michele Muccioli**

architect (FH degree)

**Valentin Müller**

architect (ETH degree); MScRE (CUREM)

**Reto Niederer**

system administrator

**Peter Pickel**

engineer (HTL degree); MAS FHO in Business  
Administration and Engineering

**Esther Probst**

valuation assistant

**Sevim Rissi**

engineer (TU degree)/SIA

**Pascal Roth**

business administrator (lic. oec. publ. degree)

**Alex Schärer**

engineer (ETH degree); facility management (FH degree)  
Senior Consultant

**Patrik Schmid**

architect (ETH degree)/SIA; MAS MTEC/BWI ETH  
Senior Consultant

**Marcel Schmitt**

economist (degree); Real Estate Management (NDK)

**Patrick Schnorf**

engineer (ETH degree); MAS MTEC ETH  
Senior Consultant

**Reto Stiefel**

architect (ETH degree); business science (FH/BWL degree)  
Senior Consultant

**Christian Tribelhorn**

cultural engineer (ETH degree)

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**Robert Varley**

BA (Hons) Economics; MBA (IMD); MSc Real Estate  
Senior Consultant

**Matthias Weber**

architect (ETH degree); MAS ETH MTEC/BWI

**David Wolfensberger**

architect (ETH degree)

**Katja Wyss**

administrative assistant

**Geneva****Nabil Aziz**

civil engineer (EPFL degree); MBA HEC + IEI (degrees)  
Senior Consultant; Head of Geneva Office

**Dragana Djurdjevic**

economist (Dr. oec. HSG)

**Hervé Froidevaux**

business administrator (lic. oec. publ. degree)  
Senior Consultant

**David Michaud**

civil engineer (ETS degree)

**Aniela Otto**

architect (TU degree)

**Frankfurt****Christoph Zaborowski**

economist (Dr. oec. publ. degree)  
Partner; Head of Frankfurt Office

**Jan Bärthel**

Chartered Surveyor MRICS; engineer (TU degree); MScRE  
designated for Partner; Head of Frankfurt Office

**Gilbert Massier**

real estate economist (degree)

**Peter Wicki**

architect (ETH degree); construction economics  
(HTA degree); MScRE (CUREM)

# The clients

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The bulk of Wüest & Partner's work is for the following client groups:

## **Banks**

Over 40 banks in a number of different countries regularly draw on the company's consultancy services and products. While benefiting from the valuation models and services, they chiefly seek to capitalise on Wüest & Partner's focused expertise and research capacities.

## **Corporate clients – construction, development and property management**

The interests of this group of clients, which ranges from big-name general contractors to small family businesses, centre on Wüest & Partner's market data and, above all, development consultancy services.

## **Real estate investment companies**

Real estate investment companies constitute Wüest & Partner's largest client group. They require mainly valuation services, strategy consulting and transaction support.

## **Public authorities, associations and societies**

Public authorities account for a further significant group of customers. Their needs relate to a wide range of issues, from public real estate (PRE) and taxation to the complexities of urban development and regeneration.

## **Pension funds, insurance companies and foundations**

The needs of the fifty or more pension funds, insurance companies and foundations among Wüest & Partner's regular clientele closely resemble those of the real estate investment companies.

## **Other corporate and private clients**

Numerous other business and private persons outside the aforementioned sectors regularly benefit from Wüest & Partner's consultancy services and products.

A complete list of references is available at:

[www.wuestundpartner.com/ueber\\_uns/referenzen](http://www.wuestundpartner.com/ueber_uns/referenzen)

[www.de.wuestundpartner.com/ueber\\_uns/referenzen](http://www.de.wuestundpartner.com/ueber_uns/referenzen)

# The Annual Report

This Company Profile and the Annual Report may be ordered by e-mail from [info@wuestundpartner.com](mailto:info@wuestundpartner.com). Both documents can also be downloaded as PDF files from [www.wuestundpartner.com/ueber\\_uns](http://www.wuestundpartner.com/ueber_uns).

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Detailed information regarding the topics covered by this publication is presented on the Wüest & Partner websites at [www.wuestundpartner.com](http://www.wuestundpartner.com) and [www.de.wuestundpartner.com](http://www.de.wuestundpartner.com).

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[www.wuestundpartner.com](http://www.wuestundpartner.com)  
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**Wüest & Partner AG**  
Gotthardstrasse 6  
CH-8002 Zurich  
Telephone +41 44 289 90 00  
Fax +41 44 289 90 01  
[zurich@wuestundpartner.com](mailto:zurich@wuestundpartner.com)

**Wüest & Partner SA**  
Rue de la Rôtisserie 1  
CH-1204 Geneva  
Telephone +41 22 319 30 00  
Fax +41 22 319 30 01  
[geneve@wuestundpartner.com](mailto:geneve@wuestundpartner.com)

**W&P Immobilienberatung GmbH**  
Am Salzhaus 2  
D-60311 Frankfurt am Main  
Telephone +49 69 2193 888-0  
Fax +49 69 2193 888-11  
[frankfurt@wuestundpartner.com](mailto:frankfurt@wuestundpartner.com)